

To: Campbell, Judy
From: 1642 - Syracuse Chain (BURKEJ)
Posted: 5/18/98 16:07
Opened: 5/19/98 8:35
Subject: Winston Retailer T-Shirt

Judy,

Attached please find the information you requested for the Winston Retailer T-Shirt Give-Away. There is a separate sheet for each manager. Please note that Dave's info is on Sharon's sheet, and Bruce's is on Jim's sheet. Also note that because Bruce does not yet have a shipping address, his SKU's are to be shipped to his attention at Manchester Tobacco.

Thanks,

Jennifer

51861 1882

<u>JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY</u>				
PROMOTION #801212				
FIRST ORDER DATE: 6/1/98				
Jim McLean				
(NAME/ RJR MANAGER)				
IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS / and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS: ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.				
SHIP T-SHIRTS TO ATTENTION OF:				
ACCOUNT NAME	RJR SIS #	# SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
KLEIN CANDY	761406	2		X
MANLEY ASSOCIATES	666980	2		X
ORLOSKI'S	0 82440	5		X
TAYLOR OIL	572791	1		X
Bruce Cook				
MANCHESTER TOBACCO	396640	13	ATTENTION BRUCE COOK	

✓ Dave Keeney			
EXPRESS MART	706640	5	X

<u>JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY</u>				
PROMOTION #801212				
FIRST ORDER DATE: 6/1/98				
Rich Tanchyk				
(NAME/ RJR MANAGER)				
IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS / and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS; ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.				
			SHIP T-SHIRTS TO ATTENTION OF:	
ACCOUNT NAME	RJR SIS #	#/ SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
FINKLE	194040	3		X
STANDARD-ROSENBAUM	611800	2		X
SAM FRANK	204600	2		X
E & J DISTRIBUTORS	166680	1		X
SMOKERS PARADISE	757619	3		X
RICE OIL	499098	3		X

<u>JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY</u>				
PROMOTION #801212				
FIRST ORDER DATE: 6/1/98				
Sharon Schwalm				
(NAME/ RJR MANAGER)				
IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS / and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS; ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.				
			SHIP T-SHIRTS TO ATTENTION OF:	
ACCOUNT NAME	RJR SIS #	# SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
NICE N EASY GROCERY SHOPPES	171365	5	MATT PADUANO	
MOHAWK VALLEY OIL	662221	2	MICHAEL ROEHM	
BULL BROS	0 20027	5	PAT CAPUTO, DAVE DAILY & PEGGY LANTRY	
BLUE OX CORP	575078	2	GENE BAKER	
SUNRISE FOOD STORES	292622	4	JOHN LYTWYNEC	
CLIFFORD FUELS	231404	2	BARB CHAPMAN	
MCLANE-NORTHEAST	375878	3	PAUL COX	

JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY**PROMOTION #801212****FIRST ORDER DATE: 6/1/98****Anthony Zecca****(NAME/ RJR MANAGER)****IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS /
and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS;****ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT****INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.**

			SHIP T-SHIRTS TO ATTENTION OF:	
ACCOUNT NAME	RJR SIS #	# SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
The Humidor	752927	1	X (Attention Stacey Noon)	
Pit Stop	387902	2	X (Attention Case Marshall)	
Dandy Mini Mart CTS Stores (6 locations)		2		X

JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY**PROMOTION #801212****FIRST ORDER DATE: 6/1/98**

Ray Noonan

1828

Please ship quantities to Sales Rep Home

(NAME/ RJR MANAGER)



SHIP T-SHIRTS TO ATTENTION OF:

ACCOUNT NAME	RJR SIS #	# SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MOR.
Denny Neaf		0		Ship to Home
Barry Devignon		0		Ship to Home
Mark Morris		0		Ship to Home
Tim Thompson		0		Ship to Home
Nancy Clary		0		Ship to Home
Howard Levenstein		0		Ship to Home
Denny Miller		0		Ship to Home
Ray Noonan - Colucci		2		Ship to Home
Cheryl Alessandra		1		Ship to Home
		65		

Judy, Any questions, contact Ray - Thanks

To: Judy

Need specific Customer List

5/22/98

5/26/98

JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY**PROMOTION #801212****FIRST ORDER DATE: 6/1/98****Stephen R. MacLeod****(NAME/ RJR MANAGER)****IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS /****and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS;****ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT****INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.**

			SHIP T-SHIRTS TO ATTENTION OF:	
ACCOUNT NAME	RJR SIS #	#/ SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
RICHARDS GROCERY	177803	5		
EXPRESS LANE	568572	5		
MINOR'S DISCOUNT BEV	633761	6		
MCGREGOR'S PHARMACY	717500	5		
CIGARETTE WAREHOUSE	724066	8		
B&D MARKET	732992	5		
SMOKERS DEN	114544	8		
NEXT DOOR	114561	8		
BILLMONT'S COUNTRY ST	114564	5		
JACOB & TONEYS IGA	177009	5		
BOB'S VARIETY	177011	5		
D & G HARDWARE	320476	6		
N BENNINGTON VARIETY	386834	8		
POULTNEY CASH MARKET	494957	4		
SARGENT'S SHORT STOP	623997	6		
APOLLO FUELS	636227	4		
BEVERAGE KING	657371	5		
ANCHOR BEVERAGE	711841	5		
WELLS TRADING POST	776167	5		
BEEBE'S SERVICE STA	130283	6		
MOHAWK DAIRY STORE	177172	5		
NAIFS GROCERY	177253	6		
HOLMES & KUGLER	240242	6		
FT PLAIN NEWS	363861	6		
HARRY'S	417675	8		
BALLTOWN SERVICE INC	489611	5		
LEWIS SUPERMARKET	502775	8		
UPTOWN BEVERAGE	565311	10		
J P GAS & MART	569644	5		
OZBAY SERVICE CENTER	578453	5		
TIMAR'S ENTERPRISES	586076	5		
COUNTRY FEED STORE	619977	10		
HOLMES & KUGLER	626474	4		
O'BRIEN VIDEO	642210	4		
MPC OF ALBANY INC.	727846	4		
PHILLIPS MOBIL MART	729866	4		
FIVE CORNER ATLANTIC	767356	5		
KETCHUM'S SERVICE	767397	5		

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JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY**PROMOTION #801212****FIRST ORDER DATE: 6/1/98****Stephen R. MacLeod****(NAME/ RJR MANAGER)****IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS /****and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS;****ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT****INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.****SHIP T-SHIRTS TO ATTENTION OF:**

ACCOUNT NAME	RJR SIS #	#/ SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
VITA MART	175520	5		
TOPEDA, INC.	330697	5		
VITA MART	500871	5		
AMIN PETROLEUM	541818	5		
SCHANZ'S DISC BEVERG	569160	5		
COLONIE STAR BEVERGE	571951	5		
SANTOSH K. RAIZADA	596446	5		
SAVEMORE DISCOUNT BE	658803	5		
NISKAYUNA MOBIL	705684	5		
WASH N DRY LAUNDRY	713344	5		
LJ'S COHOES DISCOUNT	903627	5		
HOERNING PHARMACY	175699	5		
DUNBROOK LTD MOBIL	301615	5		
BROADWAY GROCERS	486928	5		
BEVERAGE WAREHOUSE	636238	5		
ASAD GETTY	693698	5		
LANDMART	714699	5		
ABC GALLERIES	718802	5		
AL & ROSE ENTERPRISE	718812	5		
M & B BEVERAGE INC.	759763	5		
BRICE DISCOUNT	759767	5		
SHAM CANDY & GROCERY	764520	5		
CAIRO MART, INC. II	766860	5		
NICK'S GETTY	786098	5		
NICK'S GAS/CENCO	059755	5		
SHOPP ON THE GREEN	130132	5		
VAN LOAN'S DISC BEV	130595	5		
QUICK PICK CORNER	439031	5		
TURNPIKE BEVERAGE	475428	8		
W SAND LAKE MOB08FIG	508996	5		
TROY DISCOUNT BEVERG	565313	5		
BEVERAGE MART	583069	5		
CITGO GUJAR	620264	4		
J&J RETAIL INC.	637167	4		
MOBIL GAS	679230	4		
M&S MART, INC.	705374	4		
E Z MART	766887	4		
A MART MERCHANDISE	767584	4		

JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY				
PROMOTION #801212				
FIRST ORDER DATE: 6/1/98				
Stephen R. MacLeod				
(NAME/ RJR MANAGER)				
IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS / and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS; ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.				
			SHIP T-SHIRTS TO ATTENTION OF:	
ACCOUNT NAME	RJR SIS #	#/ SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
THRUWAY PHARMACY_INC	178829	4		
MEADOW HILL MOBIL	303493	4		
SIDDIQUE PETROLEUM	596448	4		
BEVERAGE STATION	743247	4		
SEJAL PHARMACY INC.	178560	4		
EAST PARK PHARMACY	178702	4		
9G CENCO	307545	4		
BEVERAGE CTR. INC.	387206	4		
D & K VIRK LTD.	447555	4		
ATTARAB INC.	501877	4		
NR MART INC SUNOCO	518344	4		
GETTY SERVICE STATIO	619772	4		
COASTAL GAS & CONV.	757345	4		
ARLINGTON GETTY	769926	4		
CAROL'S GIFT	958292	6		
CIRCLE CARDS N	179489	6		
TREASURE CHEST, INC.	425759	6		
PEEKSKILL STATIONERY	546043	7		
ALL IN ONE CARD SHOP	550256	7		
D&R W POINT GULF INC	719128	5		
DONAHUE	67501	6		
HILTON GIBSON	542363	6		
NADER'S	817764	8		
LAVIN CANDY	358150	10		
DONAHUE	160600	8		
MOHAWK CANDY	431520	6		
KINGSTON CANDY	335710	12		
WUSTEFELD	619822	8		
HARRY FOURTUNIS	203290	12		
H. FOURTUNIS	509977	15		
MINOQUES CHAIN	671880	25		
PAULINS CHAIN	623875	10		
NORTHVILLE ROBIN CHAIN	671923	10		
THRUWAY BEVERAGE	563785	10		
THRUWAY BEVERAGE II	713344	5		
TOTAL NUMBER OF T-SHIRTS		650		

<u>JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY</u>				
PROMOTION #801212				
FIRST ORDER DATE: 6/1/98				
Stephen R. MacLeod				
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ACCOUNT NAME	RJR SIS #	#/ SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
WINTEAS1				

JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY

PROMOTION #801212

FIRST ORDER DATE: 6/1/98

Kurt T. Jurgensen / Anthony Zecca
(NAME/ RJR MANAGER)

IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS /
and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS;
ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT
INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.

			SHIP T-SHIRTS TO ATTENTION OF:	
ACCOUNT NAME	RJR SIS #	#/ SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
Derigo Sales	154180	2		K T JURGENSEN
A.D. Bedell	44880	2		K T JURGENSEN
Buffalo Tobacco	81120	1		K T JURGENSEN
E.P. Kirst	336660	2		K T JURGENSEN
The Humidor	752927	2	store manager	
Pit stop	387902	3	store manager	
Cooks Conv		2		anthony zecca

Judy,
we
only
need
60
cases.
Kimi

JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY				
PROMOTION #801212				
FIRST ORDER DATE: 6/1/98				
<i>Renee Quynski</i>				
(NAME/ RJR MANAGER)				
IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS / and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS; ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.				
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ACCOUNT NAME	RJR SIS #	# SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.
<i>Kwik Fill/Red Apple</i>	<i>230016</i>	<i>33</i>	<i>Cliff Branje</i>	
<i>Tripifoods</i>	<i>649920</i>	<i>24</i>		<i>Renee Quynski</i> X
<i>TOPS Warehouse</i>	<i>842166</i>	<i>4</i>		<i>Renee Quynski</i> X
<i>NOCO</i>	<i>025968</i>	<i>5</i> 20		<i>Renee Quynski</i> X

<i>JULY: WINSTON RETAILER T-SHIRT GIVE-AWAY</i>					
PROMOTION #801212					
FIRST ORDER DATE: 6/1/98					
1645: R. M. DUSZYNSKI					
(NAME/ RJR MANAGER)					
IDENTIFY INDEPENDENT PACK PARTNER RETAILERS / CTS OUTLETS / and / or WHOLESALERS (Sales Forces) TO RECEIVE T-SHIRTS; ITEM #545153 (10@SKU); HENLEY 4-BUTTON SHORT SLEEVE T-SHIRT INDICATE WHETHER T-SHIRTS SHOULD BE SHIPPED DIRECTLY TO ACCOUNT(S) OR TO RJR MGR.					
			SHIP T-SHIRTS TO ATTENTION OF		
ACCOUNT NAME	RJR SIS #	#/ SKUS (@10/SKU)	(X) ACCOUNT (INCLUDE NAME TO SHIP 'ATTENTION OF')	(X) RJR MGR.	SMS #
KWIK-FILL / RED APPLE	230016	33	ATTN: CLIFF BRAZIE		
ATTN: R. DUSZYNSKI FOR:		13		X	
(4 SKUS) TRIPIFOODS	649920				
(4 SKUS) TOPS WAREHOUSE	842166				
(5 SKUS) NOCO	025968				

**July WINSTON T-Shirt Give-Away Program
Promotion #801212, Item #545153**

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	Region	Outlets	SKUs	Offers
1100	Boston	2,540	505	5,048
1200	New York Metro	4,433	881	8,810
1300	Philadelphia	2,122	422	4,217
1600	Buffalo	1,993	396	3,961
1700	Pittsburgh	2,203	438	4,378
1800	Cincinnati	2,243	446	4,458
	Total NESAs	15,534	3,087	30,873
2100	Winston-Salem	2,518	500	5,004
2200	Atlanta	2,822	561	5,609
2300	Florida	2,883	573	5,730
2600	Dallas	2,789	554	5,543
2900	Richmond	2,235	444	4,442
	Total SSA	13,247	2,633	26,328
5100	N. California	2,597	516	5,161
5400	S. California	2,321	461	4,613
5600	Seattle	2,288	455	4,547
5800	Houston	2,610	519	5,187
	Total WSA	9,816	1,951	19,509
6200	Chicago	2,317	460	4,605
6300	Minneapolis	1,732	344	3,442
6600	Denver	2,402	477	4,774
6700	Detroit	3,113	619	6,187
6900	St. Louis	2,154	428	4,281
	Total MWSA	11,718	2,329	23,289
	GRAND TOTAL	50,315	10,000	100,000
Allocations based on independent pack partners + CTS partners.				

sgr030/ccd
5/8/98

Workplan Logistics
Program Contact: Lori O'Connor # 3019

I. Selling/Execution Detail

Month: July

Promotion: WINSTON Retailer T-Shirt Giveaway

Promotion #: 801212 Pre-Sleeved: No

Item #: 545153

Segment: Independent Pack Partner & CTS Outlets, Wholesaler Sales Force

SKU Quantity: 10 shirts

Placement/MSA Reporting: N/A

Reporting Dates: N/A

Promotion Details: 1) Promotion Description: T-Shirt to be given away to retailers and wholesaler sales forces, who will wear this shirt in store.

2) Materials Description: Henley 4 button short sleeve T-Shirt

3) Recommended Displays: N/A

4) Special Instructions: T-Shirt should be used to gain incremental presence on WINSTON.

Pricing Details: - Invoice Description: N/A

- Pricing: N/A

- Terms: N/A

- Additional Allowance: N/A

Promotional Packaging UPC: N/A

Product UPC: N/A

VAP Payment Per 6M Case: 1) Pack Only: N/A

2) Pack and Ship: N/A

II. Promotion Timing

Allocations Available: 4/13/98

Model Available: N/A

Allocation Adjustments to Model: N/A

Templates Available: N/A

Valued-Added Transfer Deadline: N/A

First Order Date: 6/1/98

First Delivery Date to Direct Accounts: N/A

VAP/Delivery Date to Retail Accounts: N/A

Last Delivery Date to Direct Accounts: N/A

Roll Remaining Allocations to National/Clean-Up: N/A

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5/11/98